



# Top LinkedIn Scraping & Automation Tools

Amit Sharma



# Amit Sharma

6times Awarded  
Top Sales Trainer & Influencer  
in India

Most Influential  
Sales Training  
Companies India



Corporate  
Excellence  
Award, London

Best Sales  
Consultants  
in India



Consultant  
Review  
Award



Best Sales  
Training  
Companies, India



TheCEOStory  
Award

Sales Consulting  
Leader of the  
Year, India



Innovation &  
Excellence  
Award, London

Young  
Entrepreneur  
of the Year



Indian  
Achievers  
Award

## MEDIA COVERAGE

The Sales Guru | Amit Sharma | Business B...

# THE SALES GURU

**GUEST OF THE SHOW**  
Mr. Amit Sharma  
CEO, Dishsa Consultants

Top Sales Trainers in India | Amit Sharma | ...

SL Helping Businesses Double Their Sales Co...

# SL HELPING BUSINESSES DOUBLE THEIR SALES CONVERSIONS

**AMIT SHARMA**  
- CEO OF DISHAH CONSULTANTS

# WHAT CLIENTS SAY?

Top Sales Trainers in India



Claudio, Italy

Amit is a great guy to do business with. Skilled and reliable.



Kelvin, Manila

Amit is an extraordinary individual who not only delivers what is promised but makes the experience enjoyable and memorable.



Rajesh, Ceo

Amit has vast knowledge in Business Development. He help was extremely useful in driving our Sales Results.



Sunil, BDM

Amit is a great guy to work with. The kind of dedication and hardwork that he puts on the work is clearly reflected in the results that were driven out.



Praneeth, Ceo

Amit. helped me with Sales Consulting to setup Sales operation for BigTutor. It has been extremely successful.



Syed, Director

The sales methodologies we have learned from Amit's Authoritative Selling Sales Training are pragmatic & priceless. After attending his course, we are now able to convert leads from 20% to 80%. I recommend Authoritative Selling course to Sales Professionals, entrepreneurs and whoever aspires in Sales.



Prasanna, Ceo

We enjoyed a lot....and learnt a great deal from the training. Amit energy was consistent and every bit of it was interesting. Amit has a great vision and he is on a mission to uplift the entire Sales Fraternity in India.



Sreekumar, GM

It was extremely informative and helped us to open up the thought process that we had contained in Sales & Marketing. Extremely positive response from the attendees was of the reflection of our acceptance and credibility with in the Sales and marketing. Thank you for opening our eyes to a new state of opportunity and strength. We will practice this with immediate effect.



SunnyCharan, BDM

I recommend Authoritative selling workshop to all sales professionals. This workshop helped us in our sales pitch. I am sure, it will help all future aspirants. Amit Sharma is a top class trainer and his energy is infectious



Mohan. B, Ceo

Thank you for the Training Mr. Amit. Indeed we were so grateful to you for your navigation to Authoritative Selling. Indeed we were successful in creating more leads and were confirmed also.

Thank you once again to be part of our optimization. We are grateful beyond measure for your encouragement, thoughtfulness, support, compassion etc.....



# Introduction

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Whether you're a marketer, salesperson, recruiter, entrepreneur, e.t.c., LinkedIn is the place to be. And no, it's not just a place to interact with over 738 million like-minded professionals. It can also be an excellent tool to help you achieve your business or career goals.

However, to get the best out of LinkedIn, you must maintain a constant presence on the platform. From growing your network to posting content to sending messages, you must make time to engage with other users.

What if you're pressed for time and yet need to engage with as many LinkedIn users as possible?

In that case, you can use one of the many LinkedIn automation tools available.





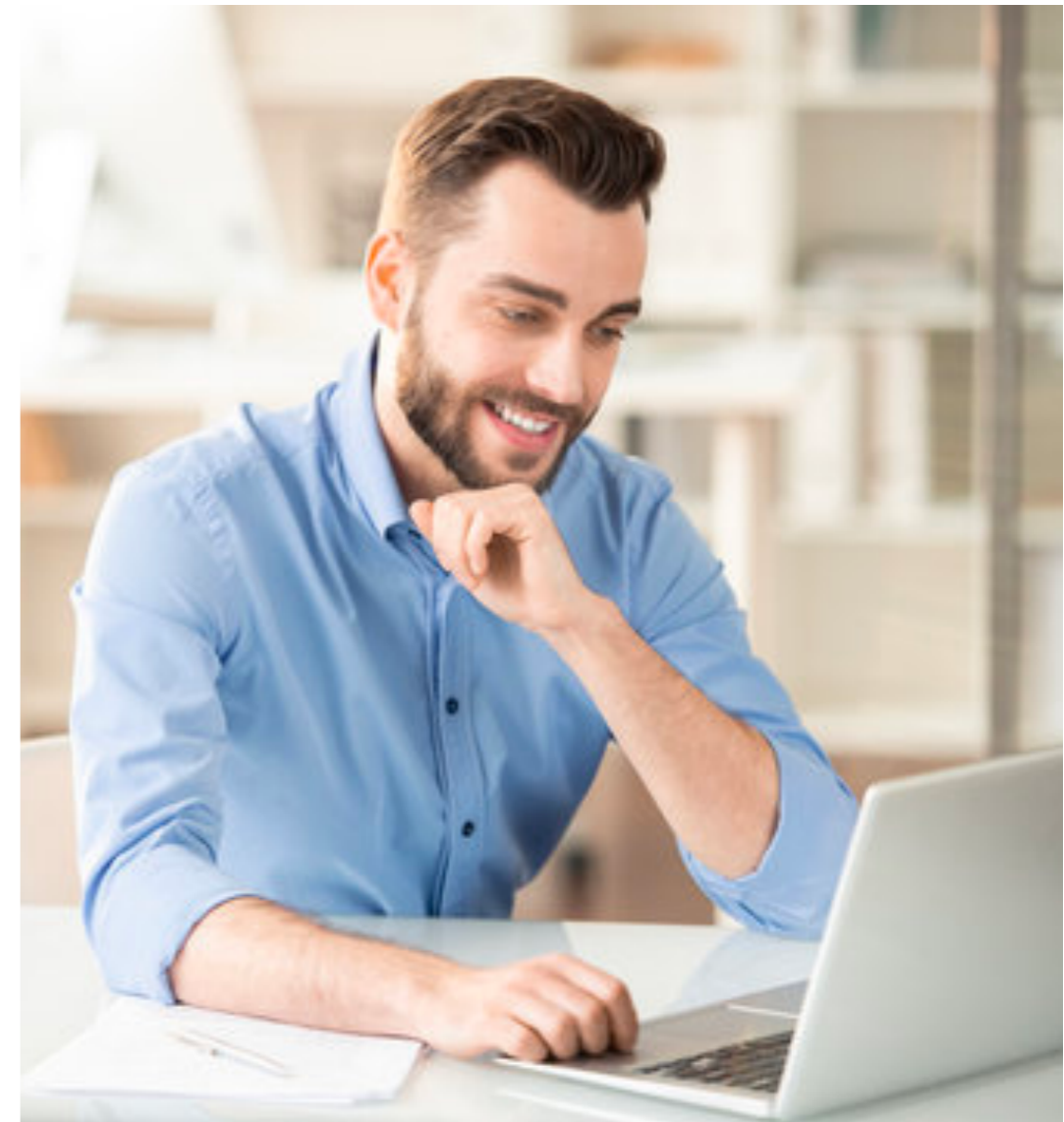
# What are LinkedIn Automation Tools?

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LinkedIn automation tools are software designed to mimic human behavior as they carry out activities for you on LinkedIn. Besides saving you time, LinkedIn automation tools also have the benefits of:

- Helping you run personalized campaigns.
- Collecting data to help you create better iterations of your campaigns.
- Integrating with other marketing tools to help you create effective omnichannel campaigns.

In short, LinkedIn automation tools make it easier for you to achieve your business and professional goals on the platform.



# Is LinkedIn Automation Legal?

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Because LinkedIn is a platform for professionals, they want to maintain an atmosphere that reflects such.

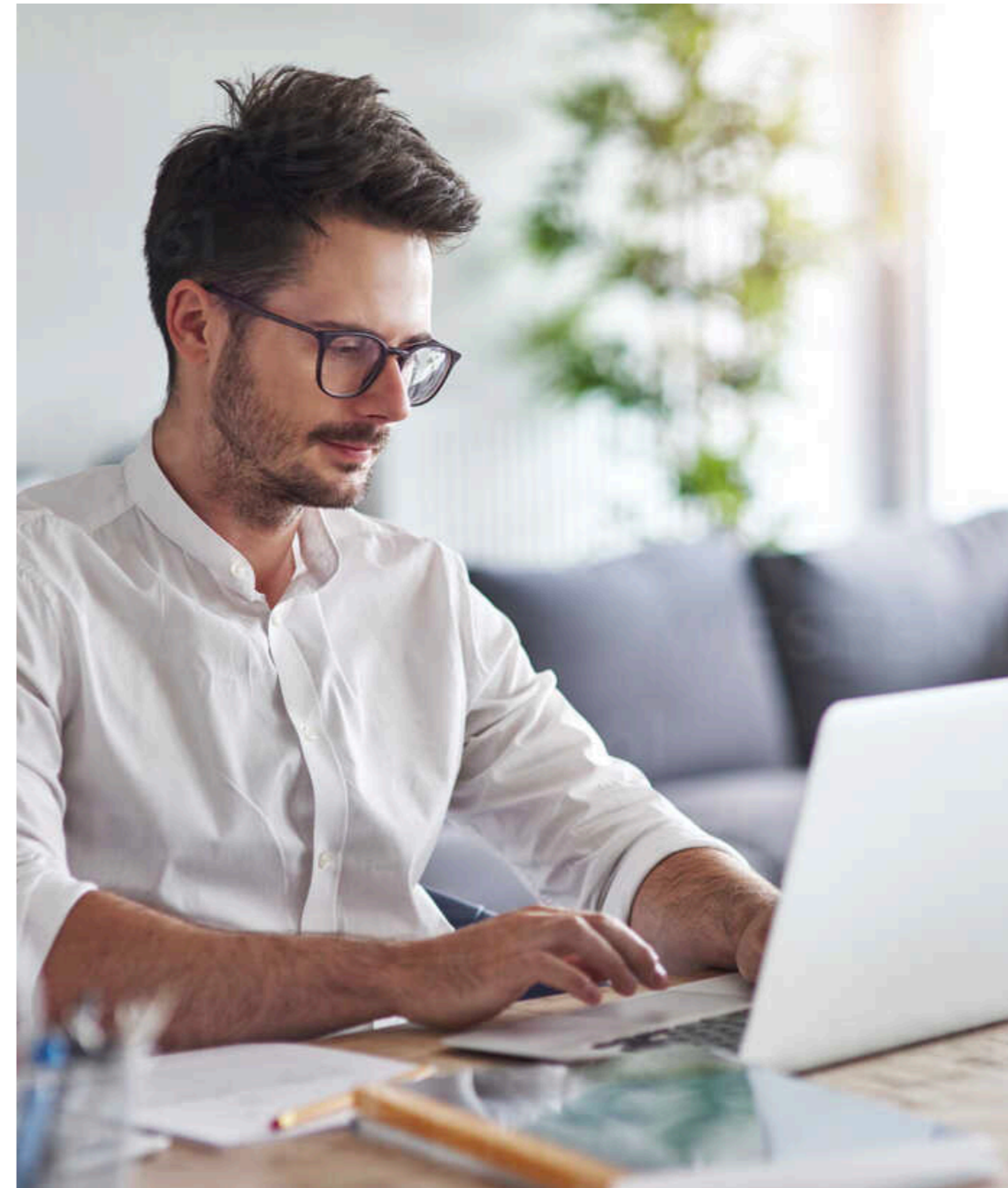
One way of doing that is blocking spammers.

That's why they state on their "Prohibited Software and Extensions" page that they don't permit the use of third-party software on their platform.

Does that mean LinkedIn automation is illegal?

It depends on what you use automation tools for. If you use them for illegal and gray-area activities like spamming contacts or scraping data to sell, it's illegal. If caught, you can get banned from the platform.

The key to using LinkedIn automation tools safely is to use the right automation tools in the right way.





# What to consider when choosing a LinkedIn Automation tool?

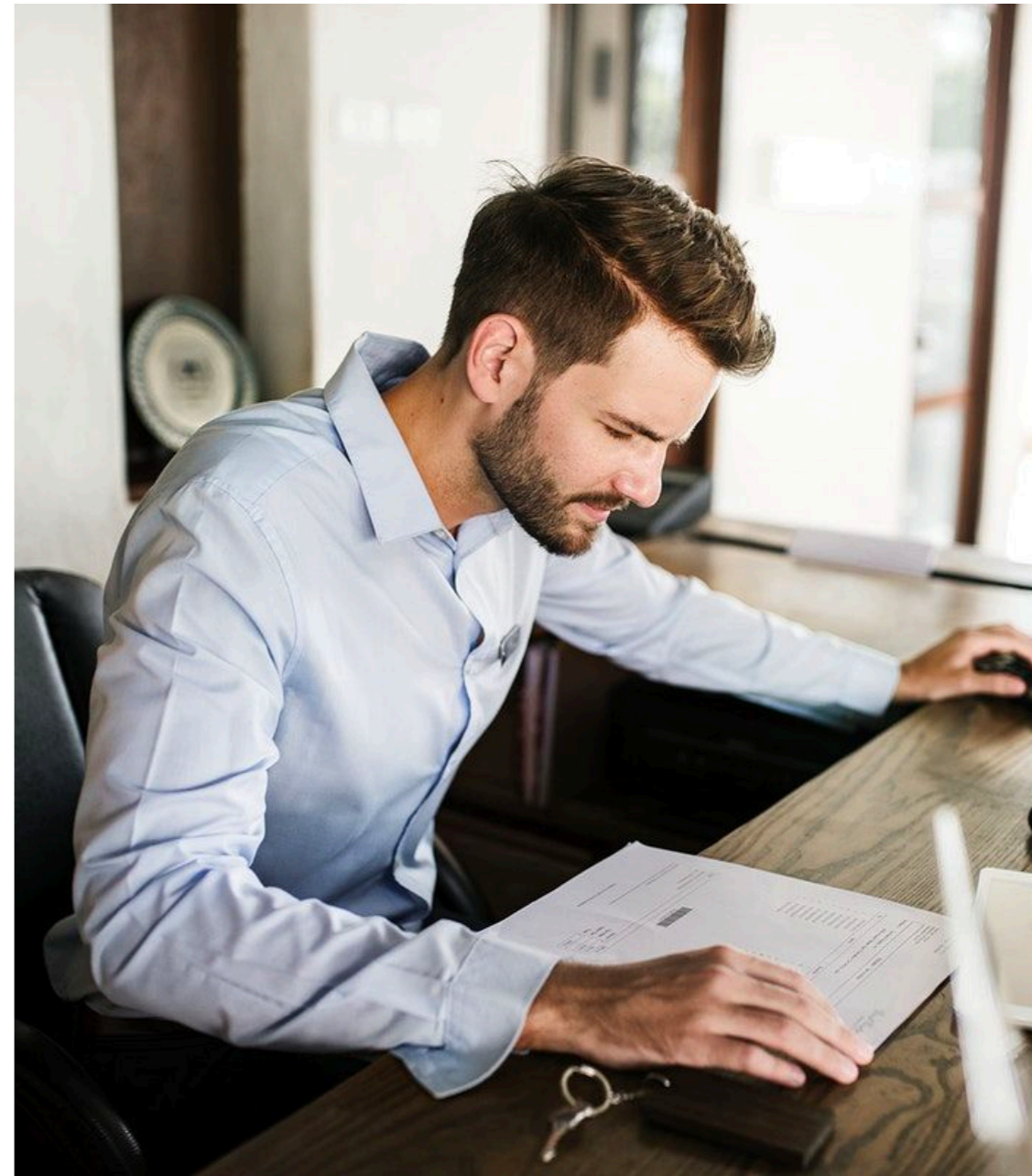
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As just mentioned, LinkedIn frowns on automation. If you do it wrong, you can be thrown in LinkedIn jail (your account being restricted).

Worse still, your account can be permanently removed from the platform, resulting in all your hard work going down the drain.

That's why it's important to be careful when looking into getting a tool to help you automate your LinkedIn activities. In short, you want to ensure your tool of choice is safe to use on LinkedIn.

So, here I present the most trusted and widely used Scarping and Automation Tools. These tools are being used by millions of businesses and professionals across the globe and provide automation in safe environment to make the best of LinkedIn.





# Top LinkedIn Scraping Tools for Lead Generation

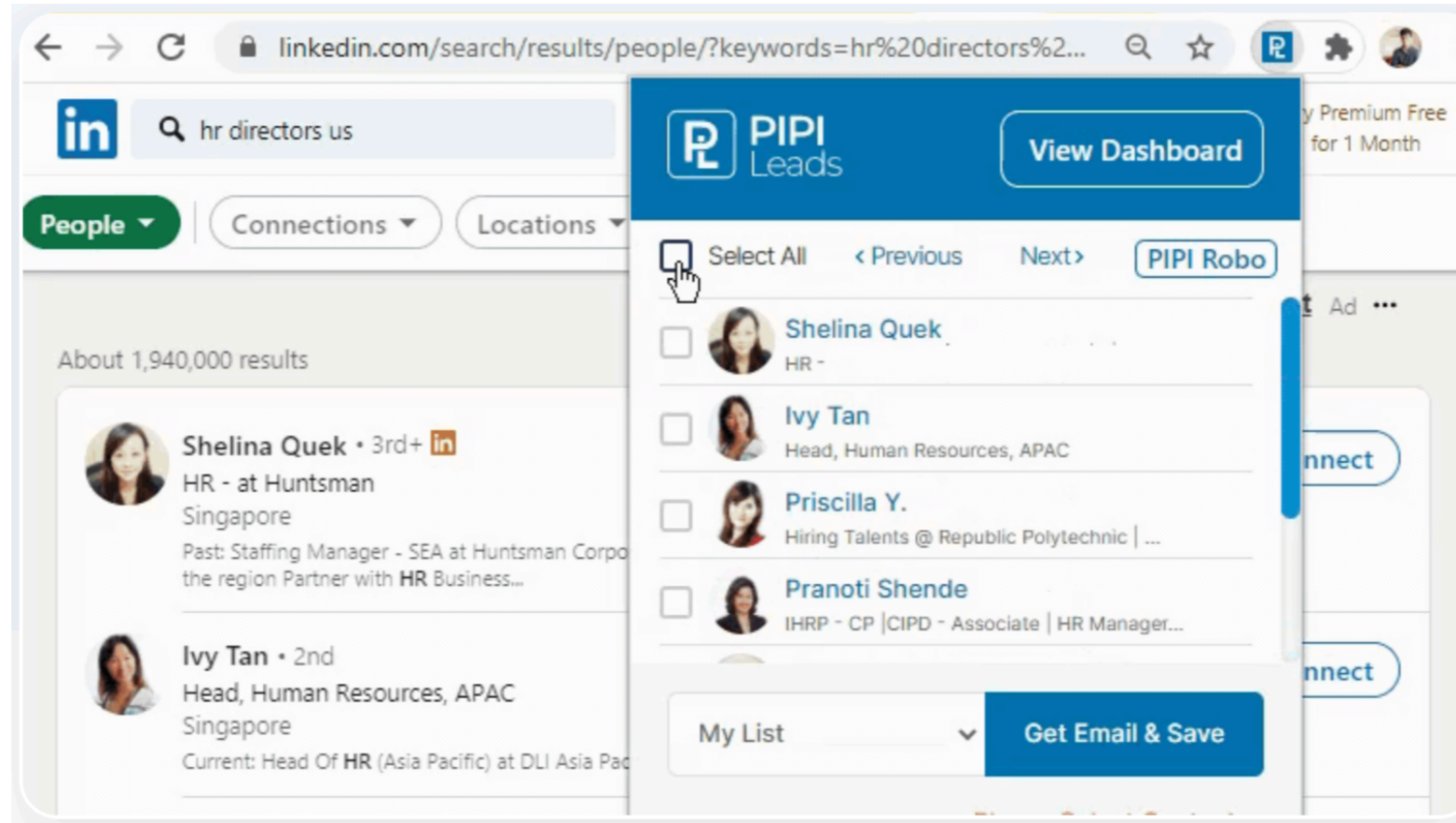
Amit Sharma



# Pipileads

Freemium | Chrome extension

Pipileads helps you to Search Verified email Leads And Build Your Potential Customer Lists. Find verified email addresses of anyone individually or in bulk. You can get Verified email IDs that are less than a Month Old, download your lists in CSV or XLSX format with no duplicate records.

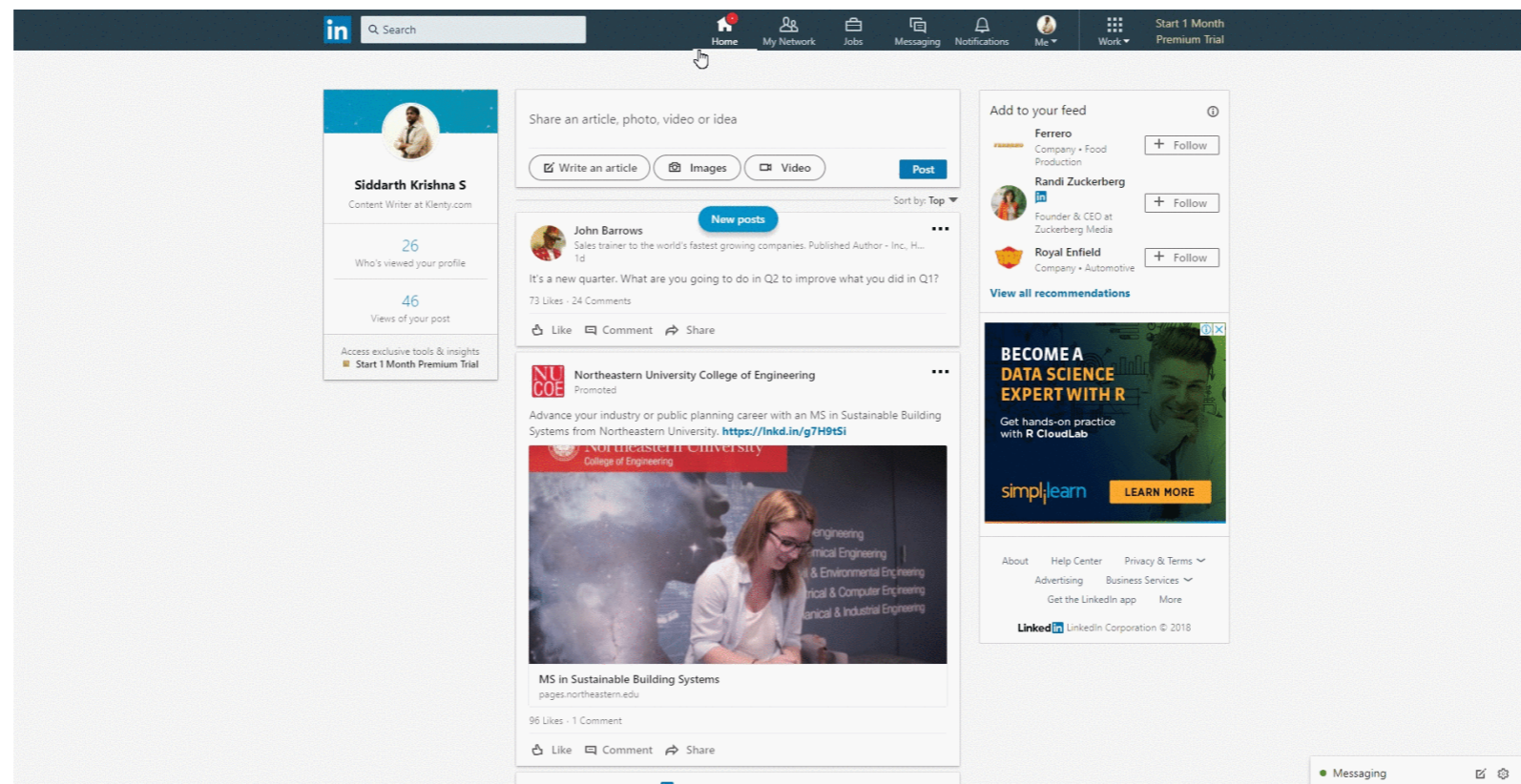


They have a solid free plan which offers FREE 50 Credits per month. Paid plans starts from \$9.95 for 100 credits per month upto \$49,95 for over 2500 credits per month.

# skrapp

Freemium | Chrome extension

skrapp is one of the best easy-to-use email finding. Their Chrome extension adds an exciting Find Email button on your prospects LinkedIn profile page. skrapp also allows you to import your existing CSV leads databases and search for emails. Their cloud servers lets you access your data anytime, from anywhere. You can sync your lead directory with your CRM or Email Service Provider, allowing faster workflow and more flexibility for prospecting.



They have a solid free plan which allows you to search for 150 emails/ per month. Their paid plans start from \$34/per month.

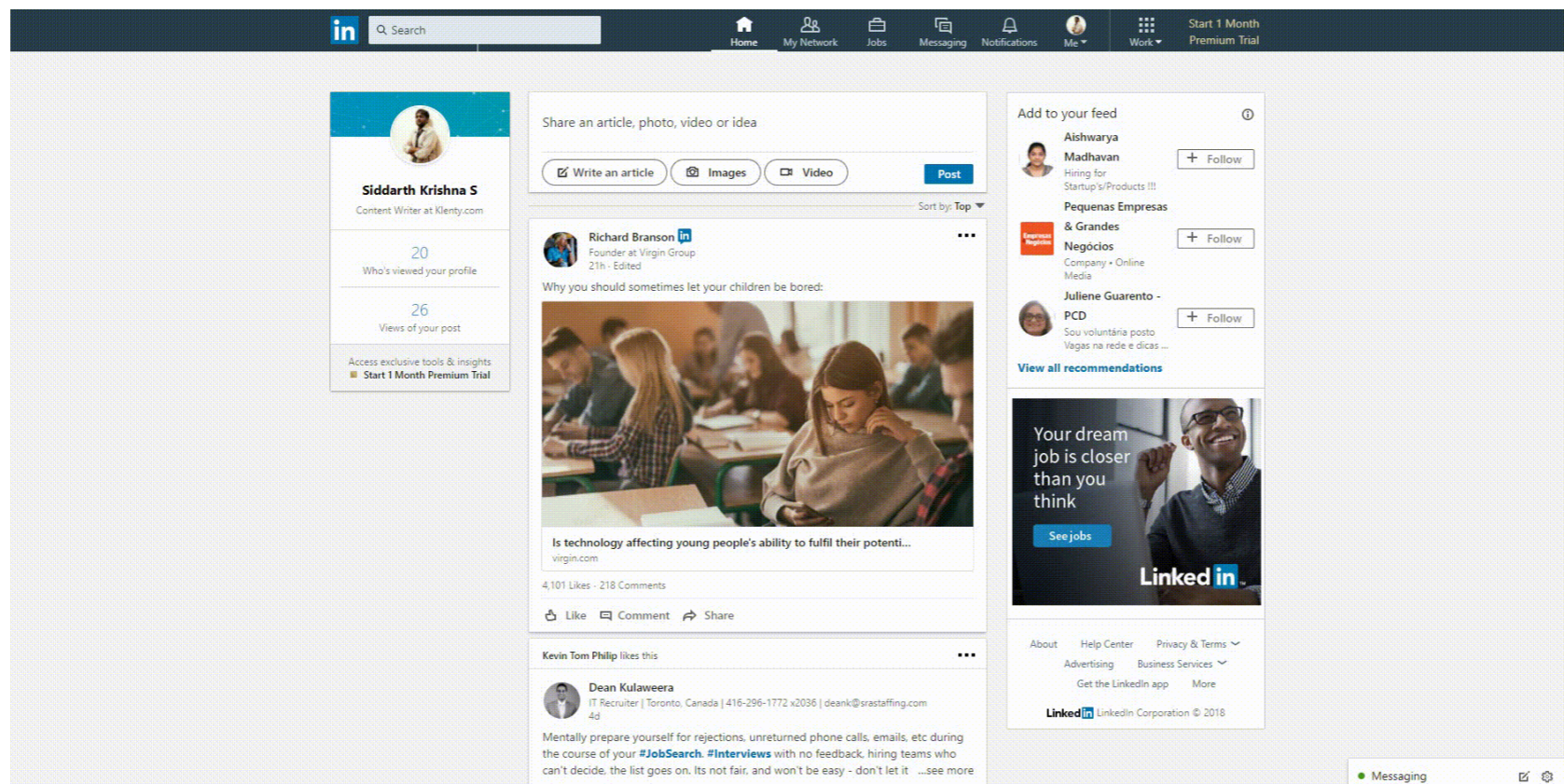


# Adapt.io

Freemium | Chrome extension

adapt.io's chrome extension for LinkedIn Email Finder can help you get email addresses from your prospect's LinkedIn page. Once the extension is installed, on your prospect's LinkedIn profile, click the new option called, **Get Email**.

You can also Export lead from Adapt.io dashboard to CRMs such as Salesforce, Zoho, Pipedrive or as a CSV file.

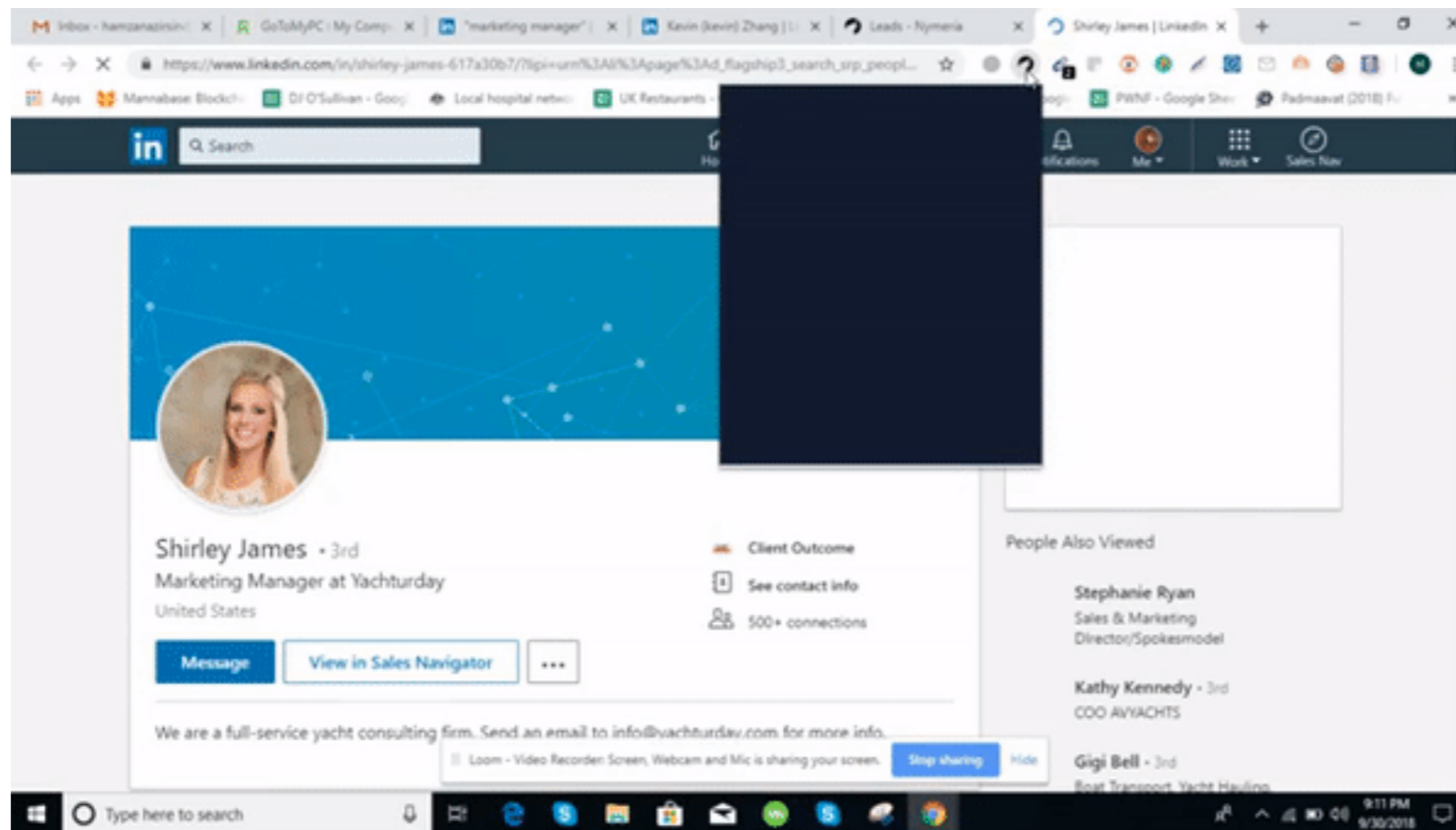


Adapt.io follows a freemium model with their basic free plan giving you 100 email lookups/per month. Premium Plan starts from \$49

# Nymeria

Paid | Chrome extension

Nymeria is a great email finder tool for finding email contact details from LinkedIn Profile. The extension allows you to scan through LinkedIn profiles to find verified email addresses, which can be exported to a spreadsheet.



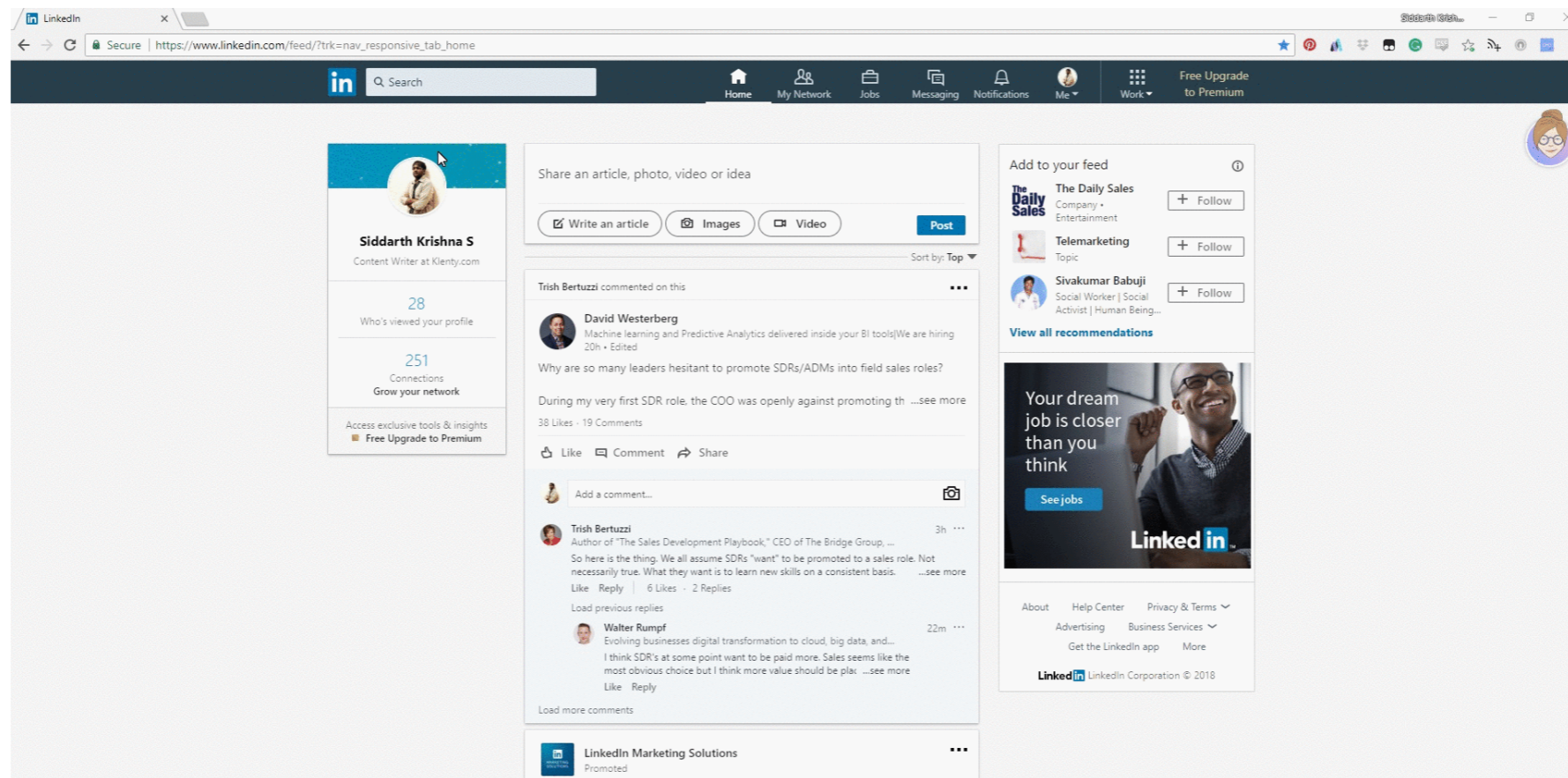
Their basic plan starts from \$39/month, which enables you to search for up to 1,000 emails.



# Lusha

Freemium | Chrome extension

Lusha is a chrome plugin that allows you to extract your prospect's contact information like email address and phone number from their profile page. An easy and very nifty tool, Lusha brings you the information you need in a matter of seconds.

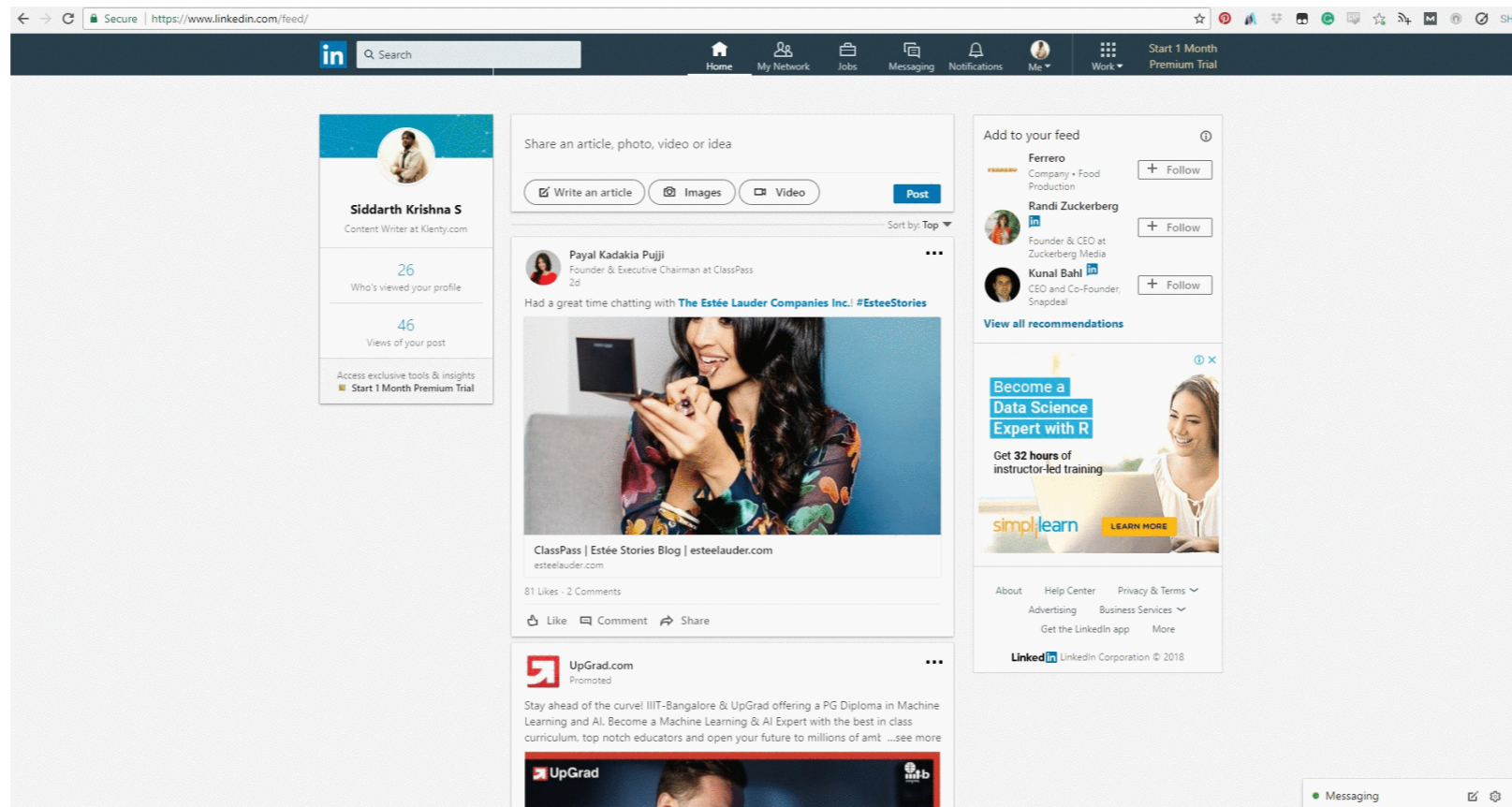


Lusha offers a free plan for one user and 5 credits. For more, you'll have paid plans starting from \$39 per month.

# SignalHire

Freemium | Chrome extension

SignalHire is a Contact sourcing platform with Chrome plugin to extracts prospect's email address from social media profiles like LinkedIn, Facebook, Twitter, GitHub, and so on. You can also perform location based search for new prospects. In addition to email addresses SignalHire extracts, social media links, phone numbers, Skype ID and other popular messengers.



You can instantly send emails from the search stage, export contacts to CSV, and export candidates to your ATS. Free Plan offer 5 Credits and Paid plans starting from 79\$





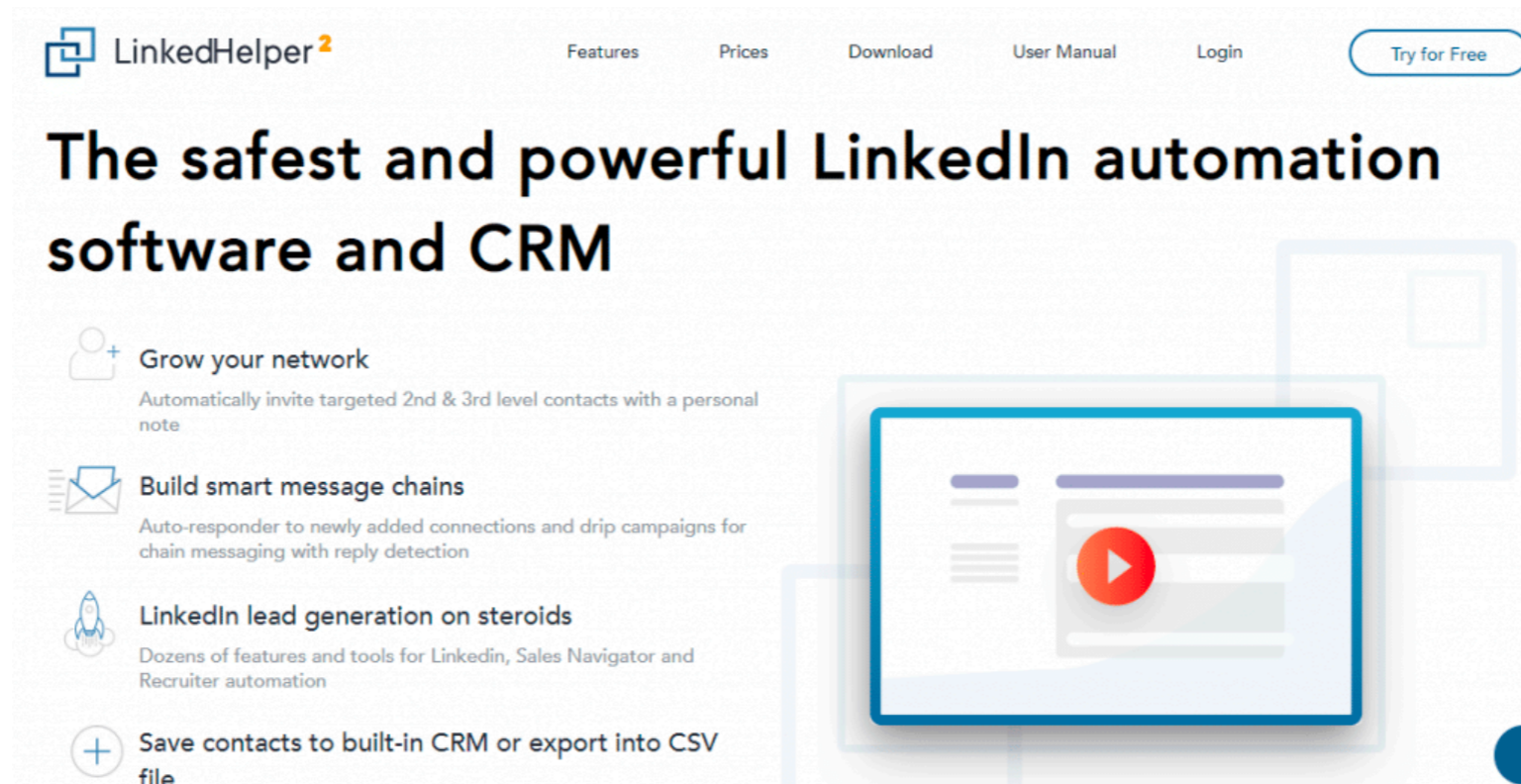
# Top LinkedIn Automation Tools

Amit Sharma

# [LINKEDHELPER](#)

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LinkedHelper is a LinkedIn automation tool that's become very popular for its versatility in automating LinkedIn activities. According to LinkedHelper, the tool puts your LinkedIn lead generation on steroids. That's thanks to features like automating outreach campaigns to your second and third-degree connections. You can also improve your targeting by exporting your CSV file of contacts into the tool.



The screenshot shows the homepage of the LinkedHelper website. At the top left is the logo, a blue square with a white plus sign, followed by the text "LinkedHelper<sup>2</sup>". To the right of the logo are navigation links: "Features", "Prices", "Download", "User Manual", and "Login". A "Try for Free" button is located in the top right corner. The main heading is "The safest and powerful LinkedIn automation software and CRM". Below the heading are four feature cards, each with an icon and a title: 1. "Grow your network" with a person icon, "Automatically invite targeted 2nd & 3rd level contacts with a personal note". 2. "Build smart message chains" with an envelope icon, "Auto-responder to newly added connections and drip campaigns for chain messaging with reply detection". 3. "LinkedIn lead generation on steroids" with a rocket icon, "Dozens of features and tools for LinkedIn, Sales Navigator and Recruiter automation". 4. "Save contacts to built-in CRM or export into CSV file" with a plus icon. To the right of these cards is a large graphic of a computer monitor displaying a video player interface with a red play button. A small blue circle with a white question mark is in the bottom right corner of the screenshot.

You can get LinkedHelper from \$8.25/month to \$15/month, depending on how many months you pay for at a time.



# OCTOPUS CRM

Specifically built for LinkedIn, Octopus is a powerful relationship management tool that allows you to connect and reach out to your target audience. You can easily send personalized messages to target profiles in your second or third-degree networks. Octopus also enables you to send bulk messages to first-degree contacts. When it comes to building excellent LinkedIn lead generation funnels, Octopus ranks among the best.

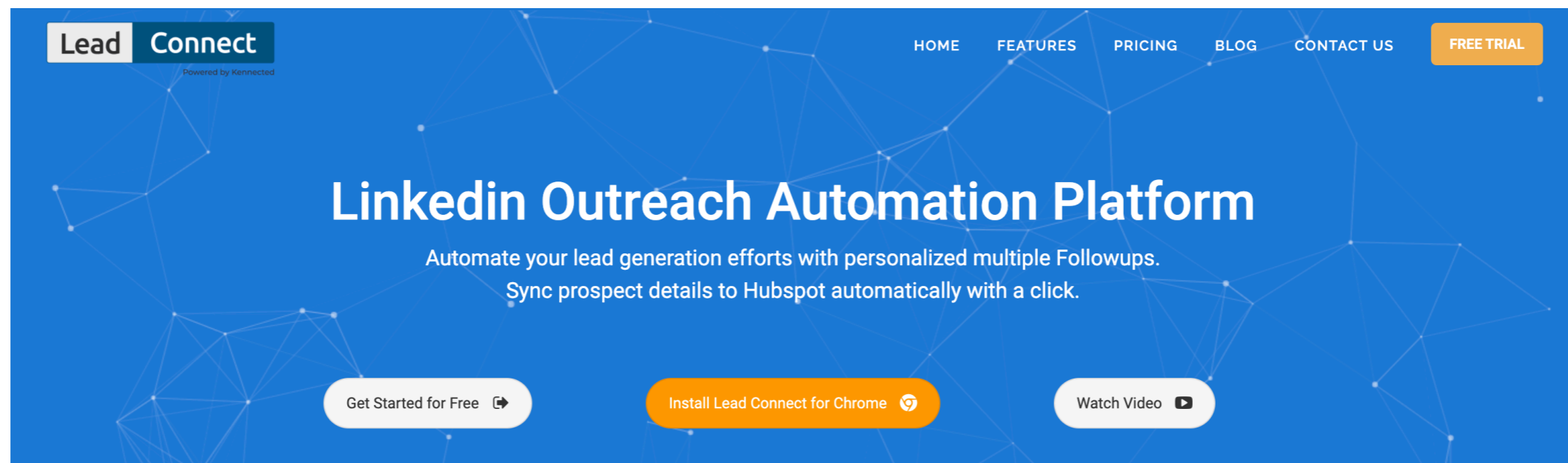
The image shows a promotional banner for Octopus CRM. On the left, the website header features the Octopus logo, navigation links for Features, Pricing, Blog, and Resources, and a prominent 'FREE TRIAL' button. Below the header, the main headline reads 'The All-In-One LinkedIn Automation Software'. A sub-headline states, 'We help thousands of LinkedIn users simplify prospecting efforts, grow their business with our advanced LinkedIn automation software.' Another 'FREE TRIAL' button is positioned below this text. At the bottom of the banner, there are logos for G2 Marketing Solutions, Capterra, and Trustpilot, along with their respective star ratings and review counts. On the right side of the banner, a screenshot of the Octopus CRM interface is displayed. The interface shows a 'Connect' screen with a 'Personalize' section containing a message template, a 'How many users to connect?' section with a dropdown menu, and a list of user profiles with checkboxes for selection. A play button icon is overlaid on the interface screenshot.

Octopus has four pricing tiers you can choose from: Starter – \$6.99 | Pro – \$9.99 | Advanced – \$14.99 | Unlimited – \$24.99

# LEAD CONNECT

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With Lead Connect, you can define your target audience, schedule up to 100 personalized invite messages. You can also send follow-up messages to new connections who haven't responded to your initial connection message. You can also sync your prospects' LinkedIn profiles to a CRM like Hubspot for a more effective lead nurturing campaign. You can also link the tool to your other prospecting tool to help create more effective message sequences.

The image shows a website banner for Lead Connect. The background is blue with a white network diagram of interconnected nodes and lines. In the top left corner, the logo 'Lead Connect' is displayed in white on a dark blue background, with 'Powered by Kennected' written in small text below it. In the top right corner, there is a navigation menu with links for 'HOME', 'FEATURES', 'PRICING', 'BLOG', and 'CONTACT US', followed by a yellow 'FREE TRIAL' button. The main heading in the center is 'LinkedIn Outreach Automation Platform' in large white font. Below the heading, there is a sub-headline: 'Automate your lead generation efforts with personalized multiple Followups. Sync prospect details to Hubspot automatically with a click.' At the bottom of the banner, there are three buttons: 'Get Started for Free' with a right-pointing arrow, 'Install Lead Connect for Chrome' with a Chrome logo, and 'Watch Video' with a play button icon.

There is a Forever FREE Plan. Once you outgrow the forever free plan, you have three options when considering an upgrade: Professional – \$22.95. | Grow – \$40.95. | Ultimate – \$77.95.



## [SALESHUB.AI](#)

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One of the primary reasons Saleshub is such an effective tool for sales outreach on LinkedIn is that it was built with personalization at its core. You can easily send hyper-personalized messages, images included thanks to the Hyperise integration, to all your prospects.

Another invaluable feature you'll love as a marketer or salesperson is the email finder and verification feature. This helps ensure that everyone you reach out to is a genuine person and not a bot.

A screenshot of the Saleshub website homepage. The top navigation bar includes the Saleshub logo, a menu with items like Platform, Pricing, Templates, Integrations, Customer Stories, No Spam, and Resources, and a 'Free Trial' button. The main content area features a large headline: '1-1 Sales Automation that makes people reply!' followed by the sub-headline 'Imagine what Personalization + Automations can do for your business!' and a prominent orange 'START FREE TRIAL >' button.

**SALESHUB** Platform ▾ Pricing Templates Integrations Customer Stories No Spam Resources ▾ [Free Trial](#)

# 1-1 Sales Automation that makes people reply!

Imagine what Personalization + Automations can do for your business!

[START FREE TRIAL >](#)

Free Trial is offered. Pricing starts at \$49/user/month. Add-ons are charged separately and according to the type of ad-on.

# [LINKEDIN SALES NAVIGATOR](#)

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A list of the best LinkedIn automation tools would be incomplete without mentioning LinkedIn's own product – LinkedIn Sales Navigator. LinkedIn Sales Navigator is the perfect tool for those who're already using LinkedIn and are looking for more advanced features. Unfortunately, LinkedIn has a manual-only policy. However, you can integrate it with other LinkedIn automation tools like Expandi. You can also use Hyperise's integration to enhance your personalization.

in Back to LinkedIn.com

**Drive more leads and bigger deals with Sales Navigator.**  
Start your free 1-month trial today.

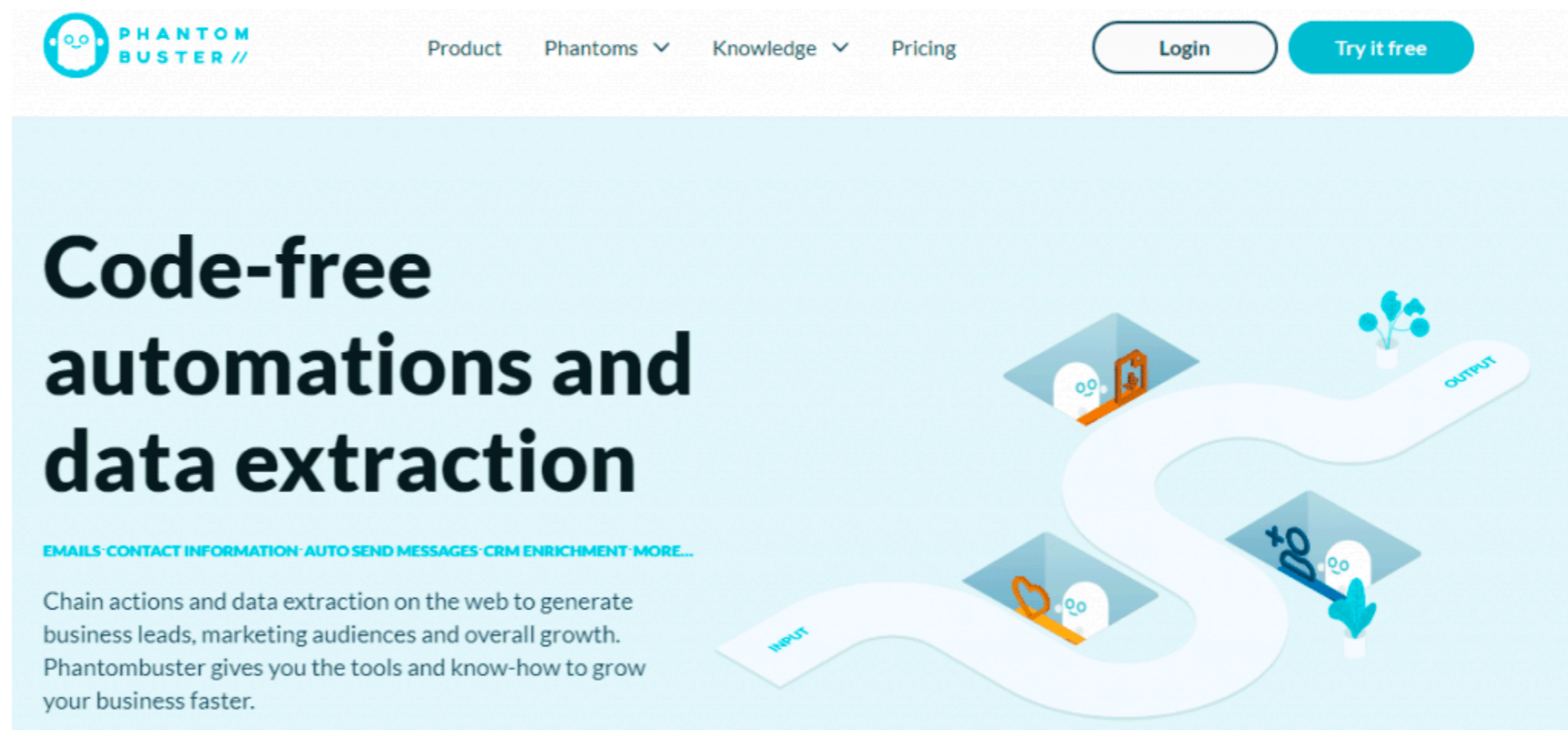
Career	Business	Sales	Hiring
Get hired and get ahead	Grow and nurture your network	Unlock sales opportunities	Find and hire talent
<ul style="list-style-type: none"><li>Stand out and get in touch with hiring managers</li><li>See how you compare to other applicants</li><li>Learn new skills to advance your career</li></ul>	<ul style="list-style-type: none"><li>Find and contact the right people</li><li>Promote and grow your business</li><li>Learn new skills to enhance your professional brand</li></ul>	<ul style="list-style-type: none"><li>Find leads and accounts in your target market</li><li>Get real-time insights for warm outreach</li><li>Build trusted relationships with customers and prospects</li></ul>	<ul style="list-style-type: none"><li>Find great candidates, faster</li><li>Contact top talent directly</li><li>Build relationships with prospective hires</li></ul>
Select plan	Select plan	Select plan	Select plan

LinkedIn Sales Navigator comes with 30 Days Trial and LinkedIn Sales Navigator comes with pricing options, namely: Professional - ₹ 4,900 /month for single user.

# PHANTOMBUSTER

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The cloud-based LinkedIn automation tool makes life easier for you by automating functions like sending connection requests, liking and commenting on posts, sending customized messages, and much more. However, to get the best out of your personalization strategy, you must use Phantombuster in conjunction with a more robust personalization tool. For example, you can 2X your CTA conversions with the Hyperise integration.



The screenshot shows the Phantombuster website homepage. At the top left is the Phantombuster logo, a blue circle with a white face and the text "PHANTOMBUSTER //". To the right of the logo are navigation links: "Product", "Phantoms" with a dropdown arrow, "Knowledge" with a dropdown arrow, and "Pricing". Further right are two buttons: "Login" in a white rounded rectangle and "Try it free" in a blue rounded rectangle. The main content area has a light blue background. On the left, the headline "Code-free automations and data extraction" is written in large, bold, black font. Below it, a smaller line of text lists capabilities: "EMAILS · CONTACT INFORMATION · AUTO SEND MESSAGES · CRM ENRICHMENT · MORE...". Underneath is a paragraph: "Chain actions and data extraction on the web to generate business leads, marketing audiences and overall growth. Phantombuster gives you the tools and know-how to grow your business faster." On the right side of the main content area is a 3D-style illustration of a white, winding path. The path starts at a white box labeled "INPUT" on the left, goes up and right, then down and right, then up and right, and finally down and right to a white box labeled "OUTPUT" on the right. Along the path are several icons: a magnifying glass over a document, a person icon, a plus sign, and a downward arrow.

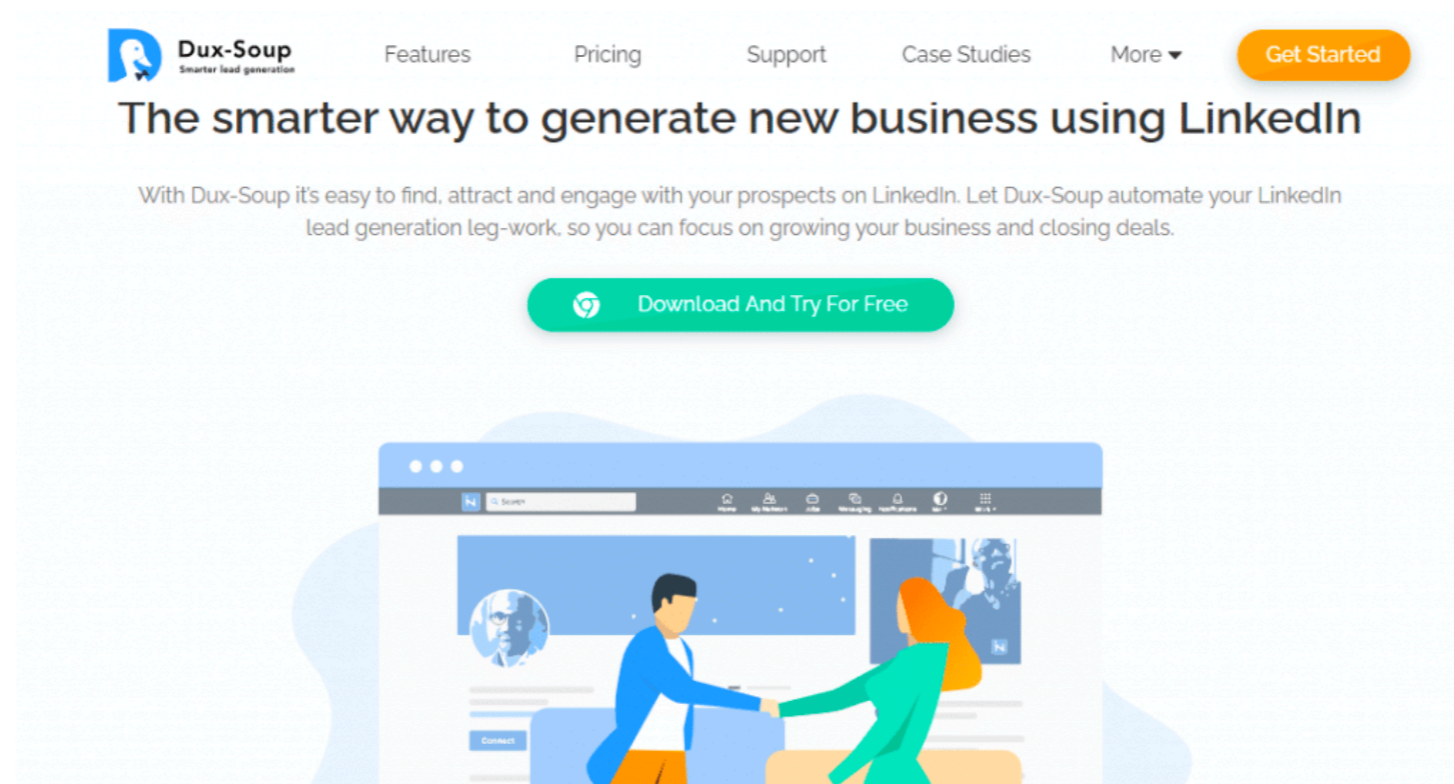
Phantombuster has five plans that range from \$0/month to \$900/month.



# DUX-SOUP

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Dux-Soup is one of the most popular LinkedIn automation chrome extensions. One of the primary reasons Dux-Soup is so popular is that it's super easy to use. Even newbies to LinkedIn marketing can automate profile visits and outreach, LinkedIn messaging, endorse connections, and much more. You can also create LinkedIn drip campaigns that stop when a prospect responds.



Dux-Soup has three pricing plans available: **Free** | Professional – \$11.25/month | Turbo – \$41.25/month

**THAT'S IT. THANK YOU**

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# Awarded

Best Sales Training in India



Most Influential Sales Training Companies.  
**Corporate Vision, London.**



Best Sales Training Companies.  
**TheCEOStory Award, India.**



Entrepreneur of the Year  
**Indian Achievers Award, India.**



Sales Consulting Leader of the Year  
**CorporateLiveWire, London.**



Best Sales Consulting Companies.  
**Consultant Review Award, India.**





# Participants Speak

## Best Sales Training Program



**Shrikant Ghelot**  
15 May 2020

During the course, Amit takes us through the entire Sales Process and explains how Authoritative Selling will help yield better results at each step. Tips and Hacks shared by Amit is helping my and my team's performance. Thanks a lot Amit. This has turned out to be the best Sales Training Course so far.



**Syed Vaisul Karne**  
12 Mar 2020

The Sales techniques and methodologies I have learnt from Amit's Authoritative Sales Training Course is pragmatic and priceless. After attending his course, my perspective has changed to be a successful Sales Person and now I am able to convert the leads from 20% to 80%. I have recommended his course to my entire Sales Team and Co-Founder.



**Vasanth Kumar**  
11 Feb 2020

Amit taught us Sales Insight through his Authoritative Selling Course. I found it highly effective in driving results and recommend this course to all Sales Teams and Leadership teams in any industry. Improved our way of approach and I recommend all Sales People to take note of all his strategies.



**Chandra Babu Chunduru**  
30 Jun 2020

I have attended Amit's Authoritative Selling Course in June end. I found it highly insightful and worthy. It helped me solve my sales conversion challenges that I was lacking. I highly recommend this program to everyone.



**Shubham Tibrewal**  
11 Dec 2019

Mr. I am Shubham, executive, E-Cell, IIT Madras. I had attended your Sales Course on Sales Pitching and Conversion and found it really great and eye opening. I would like to be connected with you for continuous learning.



**Varun Kumar**  
1 Aug 2020

Hi Amit, Authoritative Sales Training Course is extraordinary. I gained great Knowledge & now ready to handle my product Sales with success. Thanks a lot.

## **SALES TRAINING PROGRAMS**

Best Corporate Training Companies in India



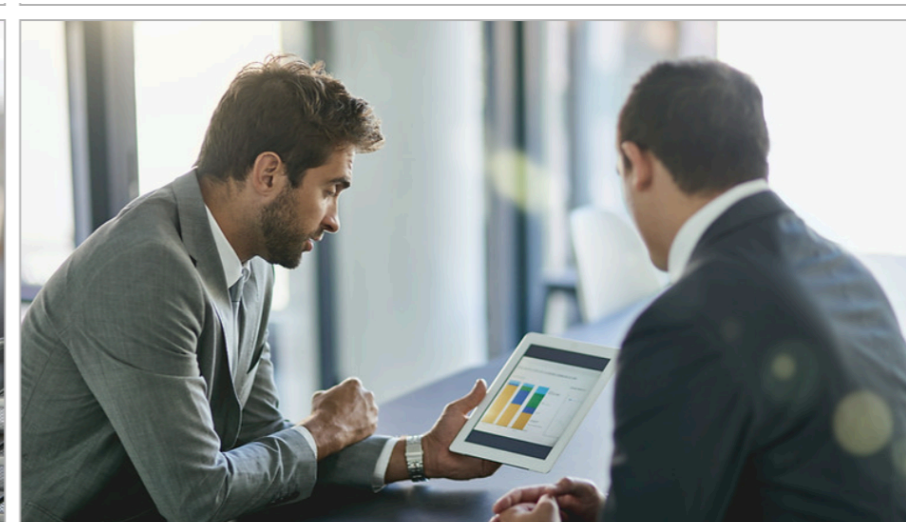
**Workshop- LinkedIn Selling Expert in 2 Weeks |  
Social Selling | Lead Generation**

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**Workshop - Lead Generation Expert in 2 Weeks |  
Telecalling | Cold Calling | Email Marketing**

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**Workshop - Sales Closing Expert in 4 Weeks**

[More Details](#)

Click [here](#) for more details.

# Thank you



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